

Message Text

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ACTION IO-14

INFO OCT-01 EUR-25 ISO-00 EA-11 CIAE-00 DODE-00 PM-07 H-03

INR-10 L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03

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TO SECSTATE WASHDC PRIORITY 484

INFO AMEMBASSY MOSCOW

C O N F I D E N T I A L USUN 4190

E.O. 11652: GDS

TAGS: PFOR, MG

SUBJ: MPR INTEREST IN PURCHASING US VEHICLES

SUMMARY: MPR MISSION HAS REQUESTED INFORMATION FOR POSSIBLE
PURCHASE OF AMERICAN TRUCKS, TRACTORS AND PASSENGER VEHICLES.

ACTION REQUESTED: WE RECOMMEND RESPONDING TO MPR MISSION
ASAP.

1. MONGOLIAN MISSION COUNSELOR OCHIRBAL ASKED US OCT 22
TO FACILITATE MPR MISSION ACQUISITION OF INFORMATION FOR
POSSIBLE PURCHASE OF TRUCKS AND TRACTORS TO BE USED IN MPR
FOR CIVIL CONSTRUCTION AND AGRICULTURAL PURPOSES, PLUS
PASSENGER VEHICLES.

2. OCHIRBAL SAID MPR MISSION HERE IS ACTING ON INSTRUCTION,
WHICH HE BELIEVES ALSO HAS BEEN RECEIVED BY NUMBER OF OTHER
MPR POSTS TO ACQUIRE GENERAL INFORMATION ON AVAILABILITY
AND PRICE OF VEHICLES. DURING THIS CONVERSATION, OCHIRBAL
WAS NOT ABLE TO BE SPECIFIC ABOUT EXACT QUANTITIES, BUT
HE SAID MPR IS INTERESTED IN OPEN TRUCKS IN FIVE TO TWELVE
TON RANGE FOR NORMAL CONSTRUCTION PURPOSES AND TRACTORS FOR
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AGRICULTURAL USE ON "HILLS AND STEPPES." IN DISCUSSING

TRUCKS, HE MENTIONED INTEREST ALSO IN VEHICLES FOR TRANSPORTING MILK PRODUCTS AND REFRIGERATED MEAT. HE SAID MPR WAS NOT INTERESTED IN "LUXURY CARS" SUCH AS LARGE LIMOUSINES, BUT RATHER IN STANDARD MIDDLE-PRICED PASSENGER VEHICLES SUCH AS DOGE AND FORD, AS WELL AS JEEPS.

3. HE MENTIONED ALSO THAT ULAANBAATAR WOULD LIKE TO HAVE INFORMATION ON RELEVANT SPARE PARTS.

4. OCHIRBAL WAS VAGUE ABOUT DEGREE OF DETAIL CONTAINED IN HIS INSTRUCTION. HE PROVIDED THE FIGURE OF "100 TO 300" VEHICLES AS ESTIMATE ONLY IN RESPONSE TO OUR QUESTION AND MAY HAVE HAD NO SOLID BASIS FOR ESTIMATE. OCHIRBAL, IN RESPONSE TO OUR QUESTIONS, CONFIRMED UNEQUIVOCALLY HIS UNDERSTANDING THAT VEHICLES WOULD BE FOR CIVIL AND NOT MILITARY PURPOSES.

5. AS AN INDICATION THAT MPR MISSION HERE AND PRESUMABLY MPR POSTS ELSEWHERE ARE CONTRIBUTING AT THIS POINT ONLY TO PRELIMINARY ULAANBAATAR INFORMATION-GATHERING, OCHIRBAL SAID THAT HE NOT REQUIRED TO PROVIDE MPR AUTHORITIES WITH EXACT PRICE FOR DELIVERY TO MONGOLIA; HE VOLUNTEERED THAT IT WOULD BE QUITE ADEQUATE FOR PRESENT IF HE COULD GET INFORMATION FROM AMERICAN SOURCES ON PRICES FOR VEHICLES THAT HAD BEEN DELIVERED, FOR EXAMPLE, "TO THE PEOPLE'S REPUBLIC OF CHINA OR TO THE REPUBLIC OF KOREA". ON THE BASIS OF THIS INFORMATION, HE SAID, ULAANBAATAR COULD ESTIMATE DELIVERY PRICES TO MPR.

6. WE OF COURSE ASSURED OCHIRBAL THAT WE WELCOMED HIS INQUIRY AND WOULD RESPOND AS RAPIDLY AND AS HELPFULLY AS POSSIBLE. HE ENTIRELY UNDERSTOOD OUR EXPLANATION THAT USUN WOULD WISH FIRST TO DISCUSS INQUIRY WITH WASHINGTON AND THEN PUT OCHIRBAL IN TOUCH WITH KNOWLEDGEABLE SOURCE.

7. WE ASKED OCHIRBAL IF HE HAD SOUGHT THIS INFORMATION FROM ANY OTHER US SOURCE. HE SAID THAT MPR MISSION HAD ASKED FOR HELP FROM A "FRIENDLY BUSINESSMAN" WITH WHOM HIS MISSION HAD DEALT OCCASIONALLY IN PAST, BUT THAT INDIVIDUAL HAD CALLED BACK TO ASK FOR EXCESSIVELY PRECISE CONFIDENTIAL

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INFORMATION, FOR EXAMPLE EXACT QUANTITIES OF VARIOUS ITEMS DESIRED, WHICH MPR MISSION UNABLE TO PROVIDE. HE THEREFORE HAD TURNED TO USUN MISOFF WITH WHOM HE HAD DEALT ON OTHER MATTERS IN EXPECTATION THAT USG WOULD BE MOST LIKELY CHANNEL FOR GENERAL TYPE OF INFORMATION REQUIRED AT THIS PRELIMINARY STAGE.

8. COMMENT: PER USUN-EA/PRCM TELECON (THAYER-FREEMAN),

WE HOPE IT WILL BE POSSIBLE IN NEXT FEW DAYS TO PUT OCHIRBAL
IN TOUCH WITH COMPETENT SOURCE. SINCE WE GATHER THAT OTH
MPR POSTS ARE ENGAGED IN SAME EXERCISE, PRESUMABLY
EFFICIENCY WITH WHICH WE REACT TO THIS INQUIRY WILL
INFLUENCE OUTCOME FAVORABLE TO US.
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